

Message Text

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UNCLAS MOSCOW 18454

USDOC FOR BEWT/TPD AND BIC/OIM/SAD (CROSLEY)

E.O. 11652: N/A

TAGS: BEXP, UR

SUBJECT: WATER POLLUTION TECHNICAL SALES SEMINAR

REF: MOSCOW 17820

1. PRESIDENT OF PRINCETON APPLIED RESEARCH CORPORATION INTERNATIONAL KENNETH KLUN, WHO CURRENTLY EXHIBITING IN CHROMATOGRAPHY JEEP, HAS EXPRESSED INTEREST IN PARTICIPATION BY PRINCETON IN FEBRUARY WATER POLLUTION SALES SEMINAR. KLUN BELIEVES PRINCETON'S EMPHASIS WOULD BE CONSIDERABLY DIFFERENT THAN THAT OF MOST FIRMS IN PRELIMINARY LIST OF PARTICIPANTS (DATED NOVEMBER 27 AND HAND-CARRIED TO MOSCOW BY DR. GALLER). PRINCETON'S EQUIPMENT GEARED TO DETECTION AND ANALYSIS MORE THAN TO TREATMENT AND PURIFICATION.

2. KLUN HAS TELEXED HIS U.S. OFFICE AND ADVISED THEM TO CONTACT FRED CROSLEY IN OIM/SAD TO DISCUSS THEIR POSSIBLE PARTICIPATION.

3. IN THIS REGARD, USDOC MAY WISH TO BRING IN ONE OR TWO MORE FIRMS WHICH EMPHASIZE DETECTION AND ANALYSIS TO GIVE SEMINAR GREATER BALANCE. DR. GALLER'S OWN OBSERVATIONS OF SOVIET POLLUTION INTERESTS PARALLEL CONCLUSIONS OF MARKET RESEARCH STUDY CONDUCTED BY USDOC MRO GEORGE DEZALAR, I.E., THAT SOVIETS PARTICULARLY INTERESTED IN TECHNOLOGY AND EQUIPMENT FOR INITIAL DETECTION OF POLLUTANTS, MONITORING

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AND FOLLOW-UP ANALYSIS. (MOSCOW WOULD APPRECIATE RECEIVING

ASAP COPIED OF DEZALAR REPORT, EVEN IF NOT IN FINAL
PUBLISHED FORM.)

4. EMBASSY HOPES TO HAVE MORE DETAILED PICTURE OF SOVIET
INTERESTS AND SUGGESTIONS AFTER DR. GALLER MEETS WITH
KUVSHINIKOV OF HYDROMET DECEMBER 13.
STOESSEL

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